

Message Text

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ACTION EUR-12

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FM AMEMBASSY BRUSSELS

TO SECSTATE WASHDC 4920

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FOR K. SHIRLEY, EUR/NE AND A. SENS, EUR/RPE

E.O. 11652: N/A

TAGS: BTRA, EAIR, BE

SUBJECT: F-16 SALE-COESSENS/BOLAND VISIT

1. ANDRE COESSENS, DIRECTOR GENERAL FOR INDUSTRY, AND JEAN BOLAND, CHIEF OF SECTION FOR INDUSTRIAL COMPENSATION, BOTH OF BELGIAN MINISTRY OF ECONOMIC AFFAIRS, PLAN TO VISIT US SEPT. 20 THROUGH OCT. 3. PURPOSE OF VISIT IS TO DEVELOP FURTHER CONTACTS WITH FIRMS PARTICIPATING IN OFFSET PURCHASES IN BELGIUM. COMPANIES WITH WHOM THEY WILL BE IN CONTACT DURING THEIR STAY WILL BE: SINGER-KEARFOTT, GENERAL DYNAMICS, AND FMC.
2. IN VIEW OF SIGNIFICANT ROLE PLAYED BY BOTH THESE BELGIAN OFFICIALS IN FURTHERING MAJOR AMERICAN SALES TO BELGIUM AND THEIR NEED TO FOLLOW THROUGH ON F-16 COPRODUCTION IN PARTICULAR, EMBASSY HAS BEEN AS FORTHCOMING AS POSSIBLE IN ASSISTING THEM IN PREPARING THEIR TRIP. COESSENS WILL ATTEND OECD INDUSTRIES COMMITTEE MEETING IN OTTAWA BEGINNING SEPT. 14 AND WILL FLY TO US (TETERBORO, NJ) ON SEPT. 20 IN AIRCRAFT PROVIDED BY SINGER-KEARFOTT. BOLAND PLANS FLY TO NEW YORK TO ARRIVE SEPT. 22 VIA SN 541 AT 1500. OFFICIALS WILL THEN JOIN UP FOR REMAINDER OF TRIP. DEPARTURE OCT. 3 WOULD BE FROM NEW YORK VIA SN 548 AT 2145.
3. FOLLOWING IS TENTATIVE SCHEDULE:

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DATE	CITY	CONTACT	PROGRAM
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SEPT. 20 OTTAWA/NY SINGER-KEARFOTT
(COESSENS ONLY) & BELGIAN CONGEN
SEPT. 22 NY 1ST NATL CITY BANK (BOLAND JOINGS
COESSENS)
SEPT. 23 NY/WASH BCIU LUNCH BY BCIU NY,
EASTERN SHUTTLE TO
WASH
SEPT. 24 WASH BELGIAN EMBASSY APPTS TO BE
ARRANGED BY STATE &
DEFENSE DEPTS
SEPT. 25 (DAYTON (WRIGHT- SPO- F-16 CALL ON ASD
PATTERSON AFB) COMMANDER, GENL
STEWART. WORKING
MEETING W/F-16
PROGRAM DIRECTOR,
COL. THURMAN
SEPT. 26 DAYTON/FT. WORTH GENL DYNAMICS DINNER W/GD
SEPT. 27/28FT. WORTH GENL DYNAMICS WEEKEND ACTIVITIES
TO BE ARRANGED BY GD.
SEPT. 29 FT. WORTH/EDWARDS GENL DYAMICS GD PLANT TOUR IN
AFB, CALIF. MORNING. SEE F-16
AT EDWARDS AFB
SEPT. 30 SAN DIEGO SINGER-KEARFOTT PLANT VISIT AT
SINGER, SAN DIEGO
OCT. 1 SAN DIEGO/SAN FRAN. FMC
OCT. 2 SAN JOSE FMC VISIT FMC
IN SAN JOSE
OCT. 3 SAN FRANCISCO/
NY/BRUSSELS

4. EMBASSY UNDERSTANDS THAT BELGIAN CONSULATE GENERAL
NEW YORK WILL MAKE HOTEL RESERVATIONS IN NEW YORK AND THAT
BELGIAN EMBASSY WILL MAKE RESERVATIONS IN WASHINGTON. PLEASE
ADVISE US ONCE THESE RESERVATIONS ARE FIRM SO THAT WE MAY
KEEP LOCAL REPS OF FIRMS INFORMED. RESERVATIONS IN OTHER
CITIES ARE TO BE MADE BY FIRMS BEING VISITED.

5. POINTS OF CONTACT AMONG COMPANIES ARE:
GENERAL DYNAMICS, FT. WORTH: FRANK CAMPBELL,
TEL, (817) 732-4811, EXT. 2496
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SINGER-KEARFOTT, NJ: DENNIS WHEATLEY
TEL, (201) 256-4000, EXT. 2357, OR
FREDERICK KALLET (SAN MARCOS PLANT, CALIF.)
TEL, (714) 744-1141
FMC, SAN JOSE: JAMES DAULTON
TEL, (408) 289-0111

6. FOR TRANSPORTATION, WE UNDERSTAND THAT SINGER-KEARFOTT

WILL FLY COESSENS FROM OTTAWA TO NEW YORK. GENERAL DYNAMICS
WILL FLY COESSENS AND BOLAND FROM DAYTON TO FORTH WORTH AND
ONWARD TO CALIFORNIA. FMC WILL TAKE CARE OF THE PORTION FROM
LOS ANGELES TO SAN FRANCISCO. OTHER PORTIONS OF THE TRIP
WILL BE ARRANGED BY COESSENS AND BOLAND.

7. IN WASHINGTON SECTION OF TRIP, WHICH WILL BE ONLY A
SINGLE DAY, WE SUGGEST THAT COESSENS AND BOLAND SHOULD VISIT
BOTH STATE AND DEFENSE.

8. PLEASE REQUEST VIP CUSTOMS TREATMENT ON ENTRY OF COESSENS
AT TETERBORO AIRPORT, M.J., SEPTEMBER 20, AND
BOLAND AT JFK, SEPTEMBER 22. RENNER

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